

Let The Lima News Want Ad Booklet Make Your Want Ads Pay

LIMA NEWS Want Ads are wonderfully productive little workers, especially when they are used rightly. Making a sale depends on four things: the market, the character of your offer, the price and the way in which you word your Want Ad. And the wording of a Want Ad is very often the most important! Even when your offer is fair and the market

good, your Want Ad may fail to produce if it is not worded well. To insure the right kind of response, tell your story adequately. The Lima News has printed a booklet—"Wording a Want Ad to Make It Pay"—especially for the use of its Want Advertisers. This booklet will be mailed free to any one requesting it, in the hope that it will help to make Want Ads more effective.

Read What the International Correspondence Schools Say of "Wording a Want Ad—"

MR. G. L. SUMNER, Advertising Manager of the International Correspondence Schools, in an address before various advertising clubs in the Middle West, has recommended the use of a booklet, like The News'—"Wording a Want Ad to Make It Pay."

Mr. Sumner remarks that he has been trying to drive home the idea that advertising space is only so much opportunity to interest people in what you want to buy or what you have to sell.

Interest lies in detail. The Lima News has ferreted out all possible details in the various Want Ad classifications. These lists of essential details are invaluable in the writing of a Want Ad. Send for this free Booklet and use it in writing your next Want Ad.



Real Estate — Houses

Street Number and Exposure	Miscellaneous
Section	Advantages of Location
Number of Rooms	Transportation
Size of Lot	Reasons for Selling
Architecture	Sale Price and Terms
Construction	Date of Possession
Heating	When and How to Inspect Property
Lighting	Address and Phone
Plumbing	Number of Advertisers
Finish and Decoration	
Basement	
Garage	

The Lima News

AND TELEPHONE DIRECTORY

BUSINESS JUMPS 18 PER CENT

Prices Give Figures on Increase in Salt Lake City.

COVER PERIOD OF ONE MONTH

Bank Clearings Reported as Exceeding \$67,000,000.

(BY B. C. FORBES)

NEW YORK (Special).—Are we not inclined to keep our nose close to our desk or our workbench?

Do we fail to take a broad enough view of "the thing going on?"

I have been impressed, when talking with big business and financial men, by their knowledge of conditions outside their own locality and outside their own business.

It was John D. Rockefeller, who once remarked to me, "Next to knowing your own business, the best thing is to know what the other fellow is doing."

Would it interest you if I were to get and print a brief, truthful description of business conditions and the business outlook in first one state and then another until, in course of a year, we covered most of the states?

I rather think such information obtained from the most authoritative sources would be interesting, helpful and broadening.

I have just received from an excellently posted business friend in Salt Lake City a long letter telling me things are in Utah and how the prospects for the coming year look.

No inter-mountain state views the coming year with more optimism than Utah, thanks to the notable betterment already enjoyed.

The great agricultural Utah basin, in Eastern Utah, is the only locality still suffering from hardship, even here the coming year promises to bring very substantial improvement.

Brigham Young's idea when he started to colonize Utah was to have the people own very small pieces of land, and to have them go to work on it, so that each acre would be cared for to produce the greatest yield possible. This plan has been followed to a large extent, with good results.

Utah was the pioneer state in sugar beet cultivation. This year the sugar production has equalled fifteen pounds for every family in the United States.

The business done by retail and wholesale establishments in the state during October passed \$122,000,000, an increase of 13 per cent over 1921.

The mining industry is suffering from a shortage of labor. Most of the mines, however, with the exception of zinc and copper, are being operated while coal output is close to the highest record ever attained.

Livestock conditions are excellent. Growers have taken to winter feeding their stock, with the most profitable results. In the Ogden district alone more than 1,000,000 lambs are being fed, fully 40,000 are being fed in the Riverfront district, and large numbers at other points. Ogden is establishing what is claimed will be the largest feeding pens in America.

Alfalfa seed production is becoming quite an industry. Production this year has approached ten million pounds.

Utah believes in self help. It has succeeded in solving the problem of supplying livestock men with funds for feeding purposes. One financial institution, with headquarters in Salt Lake City, has made upwards of 500 loans on cattle and sheep up to October 1. How many of these loans of interest payments amount to, would you guess? Only \$355.81.

Therefore the state has produced only about one-sixth of the cash it has consumed. The systematic efforts, directed by the Utah Agricultural College, to establish and increase dairy herds, in every part of the state.

Fruit growers have as elsewhere have been hard hit. Utah suffered particularly owing to the impossibility of disposing of the apple crop because of low prices and shortage of cars.

Utah awaits with keenest interest the fruition of plans to build an enormous steel plant between Provo and Springville, fully forty miles south of Salt Lake City. Utah and Pacific coast capitalists have formed a corporation to build a steel plant which has acquired about 1,600 acres of land and is making soundings for the foundations of its proposed mill. The expectation is that this enterprise will eventually employ more than ten thousand workers. For country his untold iron deposits and coal is also available. Surveys for new railway facilities have been made and building operations are expected to start shortly.

It is worth mentioning, as illustrating the progressive spirit of this state, that a fund of \$50,000 has been subscribed to enable the Chamber of Commerce of Salt Lake City to "tell the world" what Utah is and is capable of.

HE DID IT



The Rev. Mr. Vogel, Lutheran minister of Potsdam, was the clergyman who joined the former Kaiser and Princess Herta in wedding at Doorn. Here Rev. Vogel is shown wearing his military decorations which include the Iron Cross.

PRODUCE REVIEW

BY SWIFT & CO.

Stocks of eggs remaining in storage in Chicago, New York, Boston, and Philadelphia reported December 21, as follows: 1922, 1,148,000 cases; 1921, 772,000 cases; excess, 376,000 cases.

The market on storage eggs is a little easier at the close of the week. Receipts of fresh eggs are a little heavier and the market is closing with lower prices prevailing than a week ago.

There has been an exceptionally heavy movement of live and dressed poultry for holiday trade and prices eased off, especially on live poultry.

The supply of dressed turkeys for holiday trade was generally larger than expected and good stock is selling at prices from 3 to 8 cents a pound lower than for Thanksgiving trade. This in a good many instances, represents considerable loss to the shipper.

Receipts of cream at creameries are holding up well, for this reason of the year, and the demand for butter about equals the supply, although there was a little accumulation toward the end of the week, when prices eased off. The market in Chicago was quoted 1 cent lower on practically all grades of butter.

A large proportion of butter is showing wintry defects, indicating that more frequent deliveries and greater care and attention in the handling of cream are necessary to produce best results.

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DOCTOR PEDDLES HOT DOGS

Forced to Position in Berlin to Secure Bread.

PEOPLE ARE UNABLE TO PAY

Medical Profession Dying Out in German Capital.

BERLIN. (United Press).—

"Warm Wurstchen gefällig." ("Hot dogs, please.")

The vendor of these steaming doggie shivers in the cold night air at Potsdamer Platz, the traffic artery of the inner city, where trams and buses, autos, droschkes and 'hummans swirl past.

Now and again, a night wanderer pauses before the steaming pails and orders, "ein Paar Wurstchen." The vendor pockets the few marks and thanks the buyer with unusual politeness.

One wonders at his politeness. It is so unusual.

The answer is simple—and in it written the tragedy of a metropolitan, dying the death that its sister cities, Vienna, has already died.

The doctor vendor is a prominent local doctor, exiling out of a scanty existence by peddling hot dogs at night.

Palais Helldorf in the Kantstrasse. Lighter shimmers thru crystal chandeliers. Fashionably gown women, correctly tailored escorts. The strains of a jazzy orchestra. Food to please a royal palate. The politeness of the wait-pit is striking. His skill at carving a joint is remarkable—more deftness than even the cleverest of his kind generally manifest.

The man's skill, however, is not so remarkable. For he, like the hot dog merchant, is a doctor and surgeon. He knows carving from his daily work, but he is applying it in this mental position because doctoring doesn't provide him a sufficient living.

Both of the above incidents are true.

Then there is Doctor Richard Coburn-Cranpin, a German socialist, formerly of San Francisco. He's on the house now, because, as he himself puts it, "I can make more there in a couple of days than I can as doctor in a year."

The doctor, calling on an American patient, recently announced, "Your my last patient; hereafter I'll be on the house."

The plain truth is that the doctor's profession is dying out in Berlin. A few men still keep body and soul together, but others are seeking new fields.

TRADE IN WHEAT PIT LIGHT

Prices on Downward Trend—Market Closes in Dull.

CHICAGO.—With practically no changes in from abroad due to the holiday and with little or no prospect of any export business in sight, the grain trade was mainly of a holiday character here. A private report from the United Kingdom took a bullish view of the situation there and said a good demand was in sight for North American wheat for December-January shipment. This, however, had little effect on the market at the start here. There was some scattered profit-taking of wheat in evidence during the early dealings but the trade was without a guide. Trade was not large, a majority of the traders looking on and waiting for the close. The opening which varied from unchanged to 1-4 lower with May 1-2 1-2 to 1-2 5-8 and July 1-1 1-4 to 1-1 3-8, was followed by further slight declines all around.

Prospects for large receipts Tuesday had some effect on the corn market today. After opening unchanged to 1-8 down with May 7 1-8 to 7 1-4, the corn market underwent a further setback.

Oats started unchanged to 1-8 off with May 4 3-4 to 4 1-8 and after declining 1-8 the market underwent a slight reaction.

Provisions were firmer in line with higher quotations on hogs.

CHICAGO.—Butter, easy; creamery 1-1 1-2 to 1-1 3-8; firsts 1-1 1-2 to 1-1 3-8; second 1-1 1-2 to 1-1 3-8; third 1-1 1-2 to 1-1 3-8; fourth 1-1 1-2 to 1-1 3-8; fifth 1-1 1-2 to 1-1 3-8; sixth 1-1 1-2 to 1-1 3-8; seventh 1-1 1-2 to 1-1 3-8; eighth 1-1 1-2 to 1-1 3-8; ninth 1-1 1-2 to 1-1 3-8; tenth 1-1 1-2 to 1-1 3-8; eleventh 1-1 1-2 to 1-1 3-8; twelfth 1-1 1-2 to 1-1 3-8; thirteenth 1-1 1-2 to 1-1 3-8; fourteenth 1-1 1-2 to 1-1 3-8; fifteenth 1-1 1-2 to 1-1 3-8; sixteenth 1-1 1-2 to 1-1 3-8; seventeenth 1-1 1-2 to 1-1 3-8; eighteenth 1-1 1-2 to 1-1 3-8; nineteenth 1-1 1-2 to 1-1 3-8; twentieth 1-1 1-2 to 1-1 3-8; twenty-first 1-1 1-2 to 1-1 3-8; twenty-second 1-1 1-2 to 1-1 3-8; twenty-third 1-1 1-2 to 1-1 3-8; twenty-fourth 1-1 1-2 to 1-1 3-8; twenty-fifth 1-1 1-2 to 1-1 3-8; twenty-sixth 1-1 1-2 to 1-1 3-8; twenty-seventh 1-1 1-2 to 1-1 3-8; twenty-eighth 1-1 1-2 to 1-1 3-8; twenty-ninth 1-1 1-2 to 1-1 3-8; thirtieth 1-1 1-2 to 1-1 3-8; thirty-first 1-1 1-2 to 1-1 3-8; thirty-second 1-1 1-2 to 1-1 3-8; thirty-third 1-1 1-2 to 1-1 3-8; thirty-fourth 1-1 1-2 to 1-1 3-8; thirty-fifth 1-1 1-2 to 1-1 3-8; thirty-sixth 1-1 1-2 to 1-1 3-8; thirty-seventh 1-1 1-2 to 1-1 3-8; thirty-eighth 1-1 1-2 to 1-1 3-8; thirty-ninth 1-1 1-2 to 1-1 3-8; fortieth 1-1 1-2 to 1-1 3-8; forty-first 1-1 1-2 to 1-1 3-8; forty-second 1-1 1-2 to 1-1 3-8; forty-third 1-1 1-2 to 1-1 3-8; forty-fourth 1-1 1-2 to 1-1 3-8; forty-fifth 1-1 1-2 to 1-1 3-8; forty-sixth 1-1 1-2 to 1-1 3-8; forty-seventh 1-1 1-2 to 1-1 3-8; forty-eighth 1-1 1-2 to 1-1 3-8; forty-ninth 1-1 1-2 to 1-1 3-8; fiftieth 1-1 1-2 to 1-1 3-8; fifty-first 1-1 1-2 to 1-1 3-8; fifty-second 1-1 1-2 to 1-1 3-8; fifty-third 1-1 1-2 to 1-1 3-8; fifty-fourth 1-1 1-2 to 1-1 3-8; fifty-fifth 1-1 1-2 to 1-1 3-8; fifty-sixth 1-1 1-2 to 1-1 3-8; fifty-seventh 1-1 1-2 to 1-1 3-8; fifty-eighth 1-1 1-2 to 1-1 3-8; fifty-ninth 1-1 1-2 to 1-1 3-8; sixtieth 1-1 1-2 to 1-1 3-8; sixty-first 1-1 1-2 to 1-1 3-8; sixty-second 1-1 1-2 to 1-1 3-8; sixty-third 1-1 1-2 to 1-1 3-8; sixty-fourth 1-1 1-2 to 1-1 3-8; sixty-fifth 1-1 1-2 to 1-1 3-8; sixty-sixth 1-1 1-2 to 1-1 3-8; sixty-seventh 1-1 1-2 to 1-1 3-8; sixty-eighth 1-1 1-2 to 1-1 3-8; sixty-ninth 1-1 1-2 to 1-1 3-8; seventieth 1-1 1-2 to 1-1 3-8; seventy-first 1-1 1-2 to 1-1 3-8; seventy-second 1-1 1-2 to 1-1 3-8; seventy-third 1-1 1-2 to 1-1 3-8; seventy-fourth 1-1 1-2 to 1-1 3-8; seventy-fifth 1-1 1-2 to 1-1 3-8; seventy-sixth 1-1 1-2 to 1-1 3-8; seventy-seventh 1-1 1-2 to 1-1 3-8; seventy-eighth 1-1 1-2 to 1-1 3-8; seventy-ninth 1-1 1-2 to 1-1 3-8; eightieth 1-1 1-2 to 1-1 3-8; eighty-first 1-1 1-2 to 1-1 3-8; eighty-second 1-1 1-2 to 1-1 3-8; eighty-third 1-1 1-2 to 1-1 3-8; eighty-fourth 1-1 1-2 to 1-1 3-8; eighty-fifth 1-1 1-2 to 1-1 3-8; eighty-sixth 1-1 1-2 to 1-1 3-8; eighty-seventh 1-1 1-2 to 1-1 3-8; eighty-eighth 1-1 1-2 to 1-1 3-8; eighty-ninth 1-1 1-2 to 1-1 3-8; ninetieth 1-1 1-2 to 1-1 3-8; one hundredth 1-1 1-2 to 1-1 3-8; one hundred and first 1-1 1-2 to 1-1 3-8; one hundred and second 1-1 1-2 to 1-1 3-8; one hundred and third 1-1 1-2 to 1-1 3-8; one hundred and fourth 1-1 1-2 to 1-1 3-8; one hundred and fifth 1-1 1-2 to 1-1 3-8; one hundred and sixth 1-1 1-2 to 1-1 3-8; one hundred and seventh 1-1 1-2 to 1-1 3-8; one hundred and eighth 1-1 1-2 to 1-1 3-8; one hundred and ninth 1-1 1-2 to 1-1 3-8; one hundred and tenth 1-1 1-2 to 1-1 3-8; one hundred and eleventh 1-1 1-2 to 1-1 3-8; one hundred and twelfth 1-1 1-2 to 1-1 3-8; one hundred and thirteenth 1-1 1-2 to 1-1 3-8; one hundred and fourteenth 1-1 1-2 to 1-1 3-8; one hundred and fifteenth 1-1 1-2 to 1-1 3-8; one hundred and sixteenth 1-1 1-2 to 1-1 3-8; one hundred and seventeenth 1-1 1-2 to 1-1 3-8; one hundred and eighteenth 1-1 1-2 to 1-1 3-8; one hundred and nineteenth 1-1 1-2 to 1-1 3-8; one hundred and twentieth 1-1 1-2 to 1-1 3-8; one hundred and twenty-first 1-1 1-2 to 1-1 3-8; one hundred and twenty-second 1-1 1-2 to 1-1 3-8; one hundred and twenty-third 1-1 1-2 to 1-1 3-8; one hundred and twenty-fourth 1-1 1-2 to 1-1 3-8; one hundred and twenty-fifth 1-1 1-2 to 1-1 3-8; one hundred and twenty-sixth 1-1 1-2 to 1-1 3-8; one hundred and twenty-seventh 1-1 1-2 to 1-1 3-8; one hundred and twenty-eighth 1-1 1-2 to 1-1 3-8; one hundred and twenty-ninth 1-1 1-2 to 1-1 3-8; one hundred and thirtieth 1-1 1-2 to 1-1 3-8; one hundred and thirty-first 1-1 1-2 to 1-1 3-8; one hundred and thirty-second 1-1 1-2 to 1-1 3-8; one hundred and thirty-third 1-1 1-2 to 1-1 3-8; one hundred and thirty-fourth 1-1 1-2 to 1-1 3-8; one hundred and thirty-fifth 1-1 1-2 to 1-1 3-8; one hundred and thirty-sixth 1-1 1-2 to 1-1 3-8; one hundred and thirty-seventh 1-1 1-2 to 1-1 3-8; one hundred and thirty-eighth 1-1 1-2 to 1-1 3-8; one hundred and thirty-ninth 1-1 1-2 to 1-1 3-8; one hundred and fortieth 1-1 1-2 to 1-1 3-8; one hundred and forty-first 1-1 1-2 to 1-1 3-8; one hundred and forty-second 1-1 1-2 to 1-1 3-8; one hundred and forty-third 1-1 1-2 to 1-1 3-8; one hundred and forty-fourth 1-1 1-2 to 1-1 3-8; one hundred and forty-fifth 1-1 1-2 to 1-1 3-8; 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one hundred and eighty-eighth 1-1 1-2 to 1-1 3-8; one hundred and eighty-ninth 1-1 1-2 to 1-1 3-8; one hundred and ninetieth 1-1 1-2 to 1-1 3-8; one hundred and one hundredth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and first 1-1 1-2 to 1-1 3-8; one hundred and one hundred and second 1-1 1-2 to 1-1 3-8; one hundred and one hundred and third 1-1 1-2 to 1-1 3-8; one hundred and one hundred and fourth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and fifth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and sixth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and seventh 1-1 1-2 to 1-1 3-8; one hundred and one hundred and eighth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and ninth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and tenth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and eleventh 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twelfth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirteenth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and fourteenth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and fifteenth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and sixteenth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and seventeenth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and eighteenth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and nineteenth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twentieth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-first 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-second 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-third 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-fourth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-fifth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-sixth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-seventh 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-eighth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and twenty-ninth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirtieth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-first 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-second 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-third 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-fourth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-fifth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-sixth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-seventh 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-eighth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and thirty-ninth 1-1 1-2 to 1-1 3-8; one hundred and one hundred and fortieth 1-1 1-2 to 1-1 3

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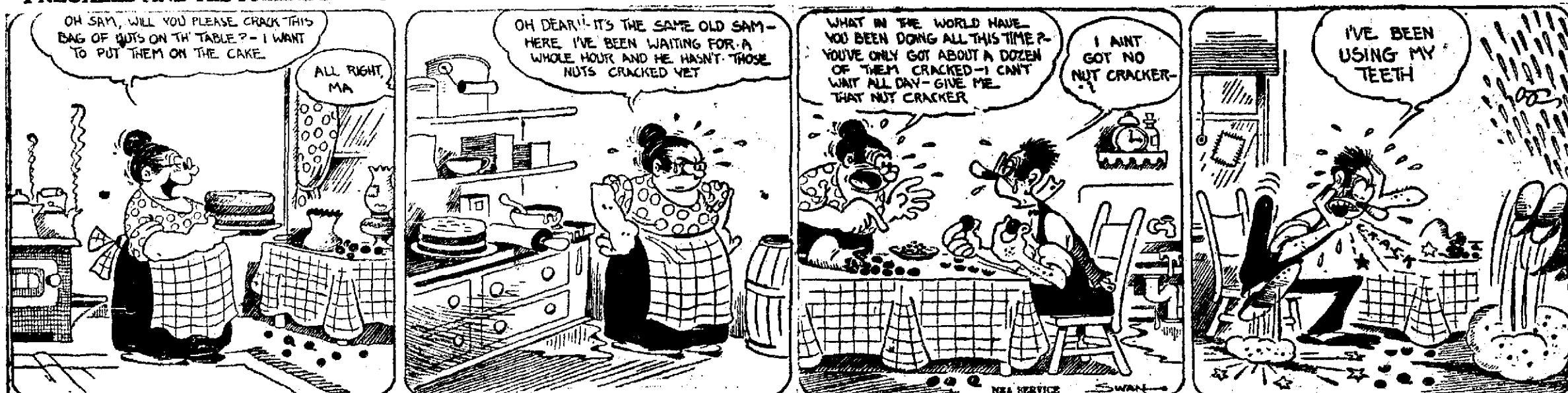


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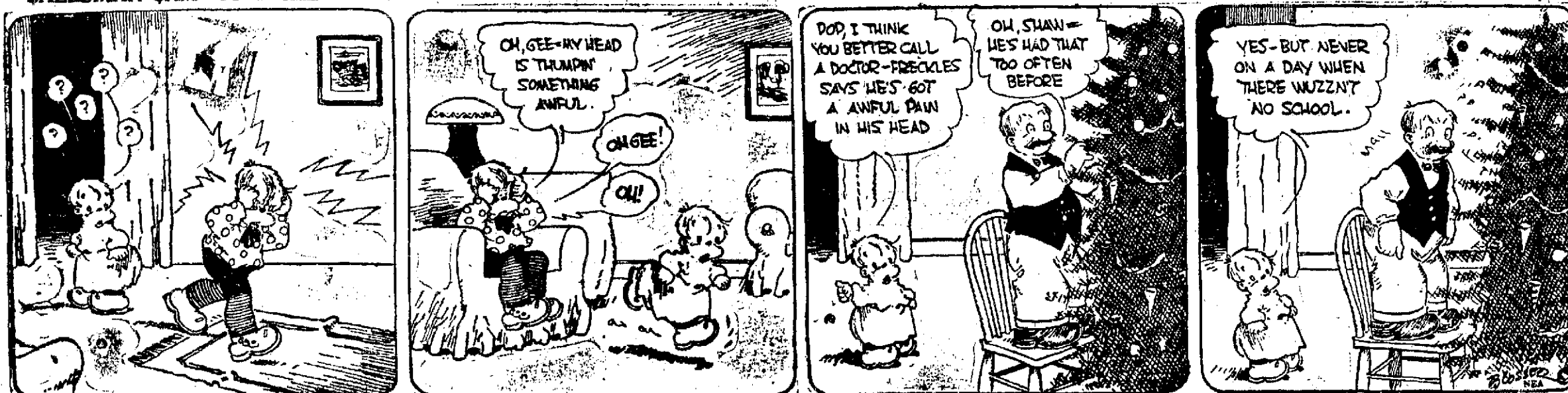
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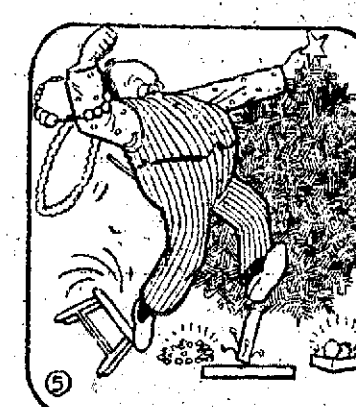
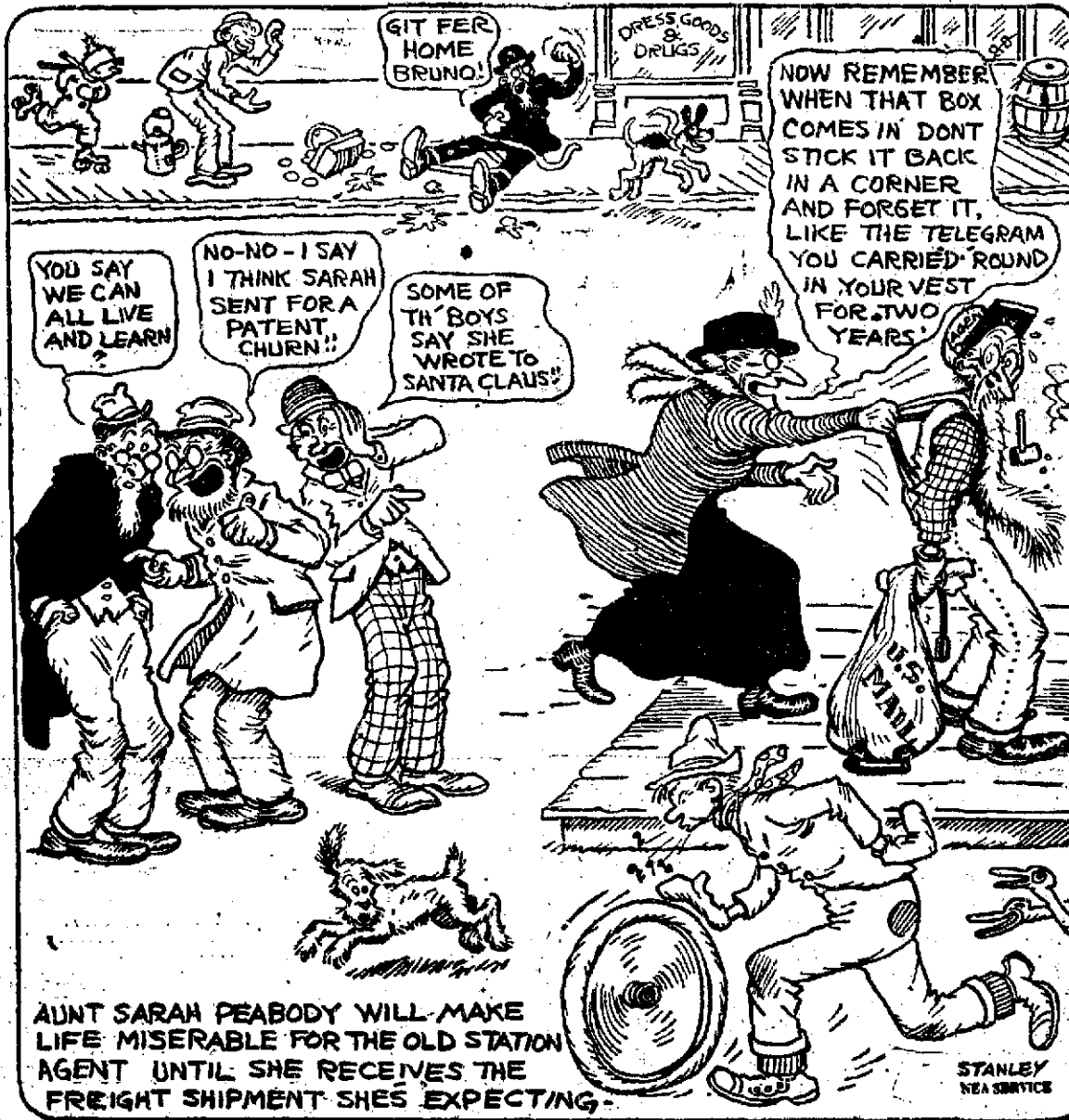
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